

## Message Text

PAGE 01 ADANA 00318 041547Z  
ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 /020 W  
-----041549Z 068265 /47

R 130715Z DEC 76  
FM AMCONSUL ADANA  
TO SECSTATE WASHDC 0000  
INFO AMEMBASSY ANKARA  
AMCONSUL ISTANBUL  
AMCONSUL IZMIR

UNCLAS ADANA 318

E.O. 11652:NA  
TAGS: BEXP, TU  
SUBJECT: LICENSING OPPORTUNITY: SOLAR HEATING AND COOLING SYSTEMS  
FOR COMMERCE

1. HERMAN SCHERLER, OWNER AND MANAGER OF ---KLIMA TEKNIK, TERSHANE  
CADDESI, BUGULU SOKAK, UGURHAN 18/8, KARAKOY, ISTANBUL TURKEY ---  
A FIRM WHICH BUILDS AND FABRICATES INDUSTRIAL HEATING AND COOLING  
SYSTEMS, IS INTERESTED IN ACQUIRING TECHNOLOGY AND DESIGN LAYOUTS  
FOR SOLAR HEATING OF SMALL APARTMENT BUILDINGS. TYPICAL BUILDINGS  
HAVE HOT WATER CIRCULATING SYSTEMS, CAPACITY 600-1000 LITERS,  
HEATED BY BOILERS WITH OUTPUT OF 200,000 KILO CALORIES PER HOUR.  
IT IS FORESEEN THAT OIL BURNERS WOULD STILL BE AVAILABLE AS

PAGE 2 RUFLEPA3231 UNCLAS  
ALTERNATE ENERGY SOURCE.  
2. BUILDINGS WOULD BE CONSTRUCTED IN MEDITERRANEAN COAST REGION  
OF TURKEY, AN AREA THAT ENJOYS VERY HIGH DEGREE OF ANNUAL SUNLIGHT,  
NOT UNLIKE ISRAEL. SOLAR SYSTEM INSTALLED WOULD IDEALLY HAVE  
APPLICATIONS FOR COOLING IN SUMMER. "KLIMA TEKNIK" IN COORDINATION  
WITH FOREIGN TRADE FIRM ISAC SALTİ OF ISTANBUL WOULD BE PREPARED TO  
HANDLE REPRESENTATION OF US FIRMS EXPORTING COMPONENTS FOR SOLAR  
SYSTEM. FIRM HAS STRONG LOCAL REPUTATION IN VENTILATION AND CLIMATE  
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CONTROL FIELD AND HAS RECEIVED MAJOR INDUSTRIAL CONTRACTS.  
RECOMMENDED AS TRADE CONTACT.

VON DEN STEINEN

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## Message Attributes

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**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
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**Disposition Reason:**  
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**TAGS:** BEXP, TU  
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